

Focused Outreach Events teach women business owners how to effectively compete for Air Force contracts. These events give women business owners opportunities to learn about Air Force requirements, meet small business specialists, and network with other small businesses for teaming arrangements. To find a focused outreach event in your area, contact a small business specialist at an Air Force base near you by visiting:

www.SellToAirForce.org/Finding/States.htm

New WOSB Success Stories for 2003 - Women-Owned Small Business Success Stories are about women business owners who are winning contracts with the Air Force. The stories record how these women went into business for themselves, the obstacles they overcame, and the secrets of their success. To read new stories for 2003, go to:

www.SellToAirForce.org/Programs/wob/stories/wobstory21.htm

The **Long Range Acquisition Estimate (LRAE)** includes projections of anticipated Air Force procurements for FY 2003 and beyond. The LRAE consolidates anticipated procurements from Major Operational Commands and Activities plus the Logistics, Product and Test Centers of the Air Force Materiel Command (AFMC). It will help firms identify procurements that offer opportunities for their participation early in the acquisition process and should help them improve the timeliness and responsiveness of their proposals. View the LRAE at:

www.SellToAirForce.org/aflrae/lrae.asp



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Woman-Owned Small Business Program



*Increasing Opportunities
for Women-Owned
Small Businesses*

Recognizing the contribution of the fast growing woman-owned business to our nation's economy, the Air Force aims to capture the expertise, energy, and creativity of Women-Owned Small Businesses (WOSB). The focus of the Air Force WOSB Program is to help develop business talents and provide the tools to grow these businesses through the Air Force contracting process.

The Air Force provides online assistance at **www.selltoairforce.org** specifically tailored to WOBs, including information about WOSB outreach efforts.

Procurement assistance is available through the SBA's Online Women's Business Center Procurement Place.

The Air Force Women-Owned Small Business Advocate is Ms. Judy Schlott.

She can be contacted at:

**(703) 696-1103 or
judy.schlott@pentagon.af.mil**



Management & Technical Assistance for Woman-Owned Businesses

Small Business Administration (SBA) Office of Women Business Ownership

Tel (202) 205-6673, Fax (202) 205-7287
www.sbaonline.sba.gov/womeninbusiness

This site offers women business owners with programs and services in the following areas:

Pre-Business Workshops; Technical, Financial & Management Information; Information on Selling to the Federal Government; Access to Capital; Small Loan Program; Women's Network for Entrepreneurial Training (WNET); WNET attempts to match experienced women entrepreneurs (mentors) with those who are just starting out (protégés); Free Woman's Business Ownership Kit

Women's Business Centers

www.onlinewbc.gov/docs/wbcs/index.html

The Women's Business Centers train and counsel women in the skills necessary to launch their own businesses. In particular, the program targets socially and economically disadvantaged women.

There are currently sixty sites in thirty-six states, the District of Columbia, and Puerto Rico. The centers offer financial, management, marketing and technical assistance to current and potential women business owners. Each center tailors its style and offering to the particular needs of its community.

In addition to the physical sites, the Demonstration Program offers a virtual business assistance center, the Online Women's Business Center (OWBC). The OWBC offers information on marketing, finance, management, technology, and procurement. It also provides online discussion and e-mail counseling 24 hours a day.



Contract Assistance to Women Business Owners (CAWBO) Program

www.sba.gov/gc/indexprograms-cawbo.html

The Women-Owned Business Procurement Pilot Program is an aggressive initiative to assist in achievement of a five percent government-wide goal for contract awards to small women-owned businesses. This program aims to develop meaningful cooperation between SBA programs and other federal agencies to ensure this goal. A major goal of the program is to expand the available pool of women-owned firms, as well as awareness of them, within the federal procurement community. Through the pilot, the SBA pursues extensive outreach to alert women-owned businesses to the opportunities in federal procurement.

WomenBiz.gov

This SBA web site tells you how to get started in Federal contracting. Here you will find



important links to Federal and State procurement offices, Federal Acquisition forms and regulations, the Commerce Business Daily, and much more.